



Media Strategies & Research - VA  
11350 Random Hills Road  
Suite 670  
Fairfax, VA 22030

**Contract # 846610**  
Schedule Dates 10/01/12-10/07/12  
Advertiser Kaine for Senate (39035)  
Agency/T-Code Media Strategies & Research - VA (1523)/155303:  
Product Political - US Senate (1176)  
Brand DEMOCRAT (169542)  
Salesperson Marsh, Penne (1523)  
Sales Office WVEC - Norfolk  
Buyer Name Vail, Chris  
Phone/Fax (804) 359-7100 /  
CPE 11519  
Account Types National/Political Candidate - Agency  
Billing Type Weekly/Irregular  
Comments Kaine for Senate

Date Entered 08/03/12  
Last Modified 08/03/12  
Entered By Penne Marsh  
Headline # No  
Demo  
Order Type Normal  
Package Deal  
Commission % 15.00  
Commission \$4,047.00  
Net Total \$22,933.00  
Sales Tax

**Norfolk (WVEC) (WVEC)**  
By Broadcast Month Spots Rate  
Oct. 2012 56 \$26,980.00  
Grand Total: 56 \$26,980.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	10/02/12-10/05/12	6	:30	5A- 5:58A (ET)			1	1	1	1			4	\$140.00	\$560.00	Norfolk (WVEC) (WVEC)		8/3/12
2.0	Normal Line / SPOT	10/01/12-10/05/12	5	:30	5:58A- 7A (ET)		1		1	1	1			4	\$440.00	\$1,760.00	Norfolk (WVEC) (WVEC)		8/3/12
3.0	Normal Line / SPOT	10/01/12-10/05/12	5	:30	7A- 9A (ET)		1	1		1	1			4	\$500.00	\$2,000.00	Norfolk (WVEC) (WVEC)		8/3/12
4.0	Normal Line / SPOT	10/06/12-10/06/12	6	:30	8A- 9A (ET)							1		1	\$170.00	\$170.00	Norfolk (WVEC) (WVEC)		8/3/12
5.0	Normal Line / SPOT	10/07/12-10/07/12	6	:30	7A- 8A (ET)							1		1	\$170.00	\$170.00	Norfolk (WVEC) (WVEC)		8/3/12
6.0	Normal Line / SPOT	10/04/12-10/04/12	6	:30	9A- 10A (ET)					1				1	\$120.00	\$120.00	Norfolk (WVEC) (WVEC)		8/3/12
7.0	Normal Line / SPOT	10/05/12-10/05/12	6	:30	10:58A- 12P (ET)						1			1	\$200.00	\$200.00	Norfolk (WVEC) (WVEC)		8/3/12
8.0	Normal Line / SPOT	10/02/12-10/02/12	6	:30	12P- 12:57P (ET)		1							1	\$140.00	\$140.00	Norfolk (WVEC) (WVEC)		8/3/12
9.0	Normal Line / SPOT	10/01/12-10/05/12	6	:30	3:58P- 4:58P (ET)		1	1	1	1	1			5	\$150.00	\$750.00	Norfolk (WVEC) (WVEC)		8/3/12
10.0	Normal Line / SPOT	10/01/12-10/05/12	5	:30	4:58P- 5:29P (ET)		1	1	1	1	1			5	\$550.00	\$2,750.00	Norfolk (WVEC) (WVEC)		8/3/12
11.0	Normal Line / SPOT	10/01/12-10/05/12	5	:30	5:29P- 5:58P (ET)		1	1	1	1	1			5	\$550.00	\$2,750.00	Norfolk (WVEC) (WVEC)		8/3/12
12.0	Normal Line / SPOT	10/01/12-10/05/12	5	:30	6P- 6:30P (ET)		1	1	1	1	1			5	\$650.00	\$3,250.00	Norfolk (WVEC) (WVEC)		8/3/12
13.0	Normal Line / SPOT	10/06/12-10/06/12	6	:30	6P- 6:30P (ET)							1		1	\$325.00	\$325.00	Norfolk (WVEC) (WVEC)		8/3/12
14.0	Normal Line / SPOT	10/07/12-10/07/12	6	:30	6P- 6:30P (ET)							1		1	\$325.00	\$325.00	Norfolk (WVEC) (WVEC)		8/3/12

### CONFIRMATION CONTRACT

Accepted Agency/Advertiser:	Date:	Accepted Station:	Date:	Comments:
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**WVEC**  
613 Woodis Ave.  
Norfolk, VA 23510

Media Strategies & Research - VA  
11350 Random Hills Road  
Suite 670  
Fairfax, VA 22030

**Contract # 846610**

<b>Schedule Dates</b>	10/01/12-10/07/12	<b>Date Entered</b>	08/03/12
<b>Advertiser</b>	Kaine for Senate (39035)	<b>Last Modified</b>	08/03/12
<b>Agency/T-Code</b>	Media Strategies & Research - VA (1523)/155303	<b>Entered By</b>	Perine Marsh
<b>Product</b>	Political - US Senate (1176)	<b>Headline #</b>	No
<b>Brand</b>	DEMOCRAT (169542)	<b>Demo</b>	Normal
<b>Salesperson</b>	Marsh, Penne (1523)	<b>Order Type</b>	Package Deal
<b>Sales Office</b>	WVEC - Norfolk	<b>Commission %</b>	15.00
<b>Buyer Name</b>	Vail, Chris	<b>Commission</b>	\$4,047.00
<b>Phone/Fax</b>	(804) 359-7100 /	<b>Net Total</b>	\$22,933.00
<b>CPE</b>	11519	<b>Sales Tax</b>	
<b>Account Types</b>	National/Political Candidate - Agency		
<b>Billing Type</b>	Weekly/Irregular		
<b>Comments</b>	Kaine for Senate		

<b>Norfolk (WVEC) (WVEC)</b>	<b>Spots</b>	<b>Rate</b>
By Broadcast Month		
Oct. 2012	56	\$26,980.00
<b>Grand Total:</b>	<b>56</b>	<b>\$26,980.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
15.0	Normal Line / SPOT	10/01/12-10/03/12	5	:30	6:58P- 7:28P (ET)	1		1						2	\$675.00	\$1,350.00	Norfolk (WVEC) (WVEC)	DWTS	8/3/12
16.0	Normal Line / SPOT	10/01/12-10/01/12	4	:30	7:58P- 10P (ET)	1								1	\$4,500.00	\$4,500.00	Norfolk (WVEC) (WVEC)	DWTS	8/3/12
17.0	Normal Line / SPOT	10/01/12-10/05/12	5	:30	11P- 11:35P (ET)	2	2	2	2	2	2			10	\$475.00	\$4,750.00	Norfolk (WVEC) (WVEC)	DWTS	8/3/12
18.0	Normal Line / SPOT	10/06/12-10/06/12	5	:30	11:30P- 12:05A (ET)							1		1	\$425.00	\$425.00	Norfolk (WVEC) (WVEC)	News after CF	8/3/12
19.0	Normal Line / SPOT	10/07/12-10/07/12	5	:30	11P- 11:35P (ET)								1	1	\$425.00	\$425.00	Norfolk (WVEC) (WVEC)		8/3/12
20.0	Normal Line / SPOT	10/02/12-10/03/12	6	:30	11:35P- 12:02A (ET)	1	1	1						2	\$130.00	\$260.00	Norfolk (WVEC) (WVEC)		8/3/12

**CONFIRMATION CONTRACT**

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments: